



Topic: MAF's Bold Approach to Full-Time Support Raising

Guest Speaker: Dave Blomberg

August 28, 2018 1:00 pm



Aaron Babyar

Moderator

SRS Director

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Questions

During the presentation, please submit your questions for the upcoming Q&A time.



Prayer



Dave Blomberg

Guest Speaker

Director of Ministry Partnership
Mission Aviation Fellowship



MAF's Bold Approach to Full-Time Support Raising

Overview

Is it a good strategy to pay staff so they can raise support full-time? We'll explore the benefits and challenges of this approach from MAF's experience.

- Why MAF uses this approach?
- What makes it work in MAF?
- Draw conclusions

MAF's Experience

- 96% of new missionaries have reached full funding
- 10 months of full-time support raising
- 4 months to break-even point

Why MAF uses this approach?

- Reach full support faster
- More likely to succeed
- Reduces staff stress
- Adds flexibility
- Allows time for deeper relationships with support partners
- Increases opportunities for staff development and growth

What makes it work? – MAF dynamics

- Motivated Staff
 - Usually have some significant work/life experience
 - Have been working towards MAF for some time
- Aviation and Technical Staff
 - Disciplined
 - Used to checklists, tasks, and goals
 - Used to accountability

What makes it work? – MAF Process

- Trust and Commitment
- Clear Expectations
- Training
- Coaching

What makes it work? – MAF Process

- Trust and Commitment

We want new staff to see and hear that...

- We value what you bring to MAF
- We are invested in you
- Support raising is not part of the screening or selection process
- You are entrusted with the responsibility of good stewardship
- Potential donors will see your commitment

What makes it work? – MAF Process

- Clear Expectations
 - They will reach full support – God will provide
 - This is a full-time job
 - No outside work or study
 - MAF can stop paying a salary if the new missionary is not doing their part

What makes it work? – MAF Process

- Training

Two weeks of comprehensive training in support-raising skills and best practices

- Biblical Perspective
- Presentations & Communications
- Process & Planning
- Resources & Tools

Our coaches are the trainers

Ministry Partnership Seminar #62 - July/August 2028

Monday 7/30	Tuesday 7/31	Wednesday 8/1	Thursday 8/2	Friday 8/3	Saturday 8/4	Sunday 8/5	Monday 8/6	Tuesday 8/7	Wednesday 8/8	Thursday 8/9	Friday 8/10
Registration & Self-Intro	Ministry Introduction	Prayer	Chaper	Referrals	Referrals	Small Groups	Small Groups	Small Groups	Small Groups	Small Groups	Group Rotation
Start Small Group/Prayer	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group
Small Group/Prayer	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group
Small Group/Prayer	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group
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Small Group/Prayer	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group	Small Group

Your awe-inspiring deeds shall be on every tongue; I will proclaim your greatness. - Psalm 145:6 (TLB)

What makes it work? – MAF Process

- Coaching

- 2-5 / 40 caseload
- Coach is supervisor
- Team approach
- Weekly contact
- Standard progress reviews – Attitude and Activity
- Regular weekly reporting – Deputation Activity Report (DAR)

<i>Deputation Activity Report</i>		Week #	2	<i>Highlights and Comments from this past week</i>					
Name	John & Sarah Smith	From Monday	8/20/2018	Encouraging first week even though kids were sick most of the time					
Phone #	208-555-1234	to Sunday	8/26/2018	First outgoing gift - John's uncle - \$1000!					
				Good meeting with Pastor Andrews at Johnson Creek Church					
				6 families partnering at \$50/month					
				Positive response from Johnson Creek Church SS presentation - 10 new contacts					
				Jordans \$150/month					
Intended \$		Outgoing \$							
Previous total	\$0	Previous total	\$0						
New past wk	\$450	New past wk	\$1,000						
Total	\$450	Total	\$1,000						
Goal	\$8,000	Goal	\$50,000						
%	5.6%	%	2.0%						
				Number of presentations	8	Total hours of MP activity	45		
	Monday 8/20	Tuesday 8/21	Wednesday 8/22	Thursday 8/23	Friday 8/24	Saturday 8/25	Sunday 8/26		
8:00	Prayer .5 (T)		Prayer .5 (T)	Prayer .5 (T)			Travel .5		
9:00	Get organized (T)	Coach call (T)					Share at Johnson Creek		
10:00	Phone calls .5 (S)		Share at 1st Reformed	Facebook update (W)	Write letters (H)		Sunday School (T)		
11:00			Women's Fellowship (W)		Phone calls (H)		Attend service (T)		
12:00		Lunch with Jordans (T)	Mtg with Bushes (H)		Tea w/ Sally May (W)		Lunch with Pastor (T)		
1:00		Lunch with Jordans (T)		Mtg with Sam (H)			Travel .5		
2:00	Mtg with Rigbys (T)			Phone & TY notes (S)					
3:00	Mtg with Rigbys (T)		DAR .5 (H)		Prepare for FBC		DAR (H)		
4:00		Mtg with Jenkins (H)		Travel .5	Presentation (T)				
5:00		Mtg with Jenkins (H)	Mission Comm. Prep (T)	Dinner with			Travel .5		
6:00	Thank you notes .5 (S)		Emails (S)	Robinsons (T)			Potluck dinner and		
7:00	Email communications (H)	Attend Peterson		Travel .5	Breakaway		ACC mission comm. (T)		
8:00		small group for			Time (T)		Travel .5		
9:00		relationship building (T)							
Hours	6.5	8	7	7.5	7	0	9		
<i>Goals for this week</i>			<i>Top Individuals & Churches for this week</i>			<i>Prayer Requests for this week</i>			
Prep for presentation at FBC on Sunday the 26th			1st Reformed Church			Barbara Watson			
Finish writing prayer letter			First Baptist Church (FBC)			Tim Wilson			
Contact the Clarks to see if we can share in their small group			Rob & Deb Carlson			Rachel Baxter			
Meet with our champions			Dave Jones			David & Jill Baxter			
Send update to prayer team			Sam Wenger			Josh & Sarah Clark			
Follow up with Women's Fellowship new contacts			Joe & Faye Bush			Bob Dunwoody			
						For Sarah's back pain, may see doctor next week			
						For Arlington Community Church (ACC) to come on board - elder mtg 8/30			
						For us to quickly get into the MP groove			
						Sarah - prep for beginning home schooling in Sept.			

Conclusion

Is paying staff so they can raise support full-time a good strategy?

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Is paying staff so they can raise support full-time a good strategy?

What is needed to succeed?

- Motivated staff
- Comprehensive training and coaching program
- Funding



Q & A



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